U.S. General Services Administration

Strategic Sourcing

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GSA's Role in Strategic Sourcing

- Manage Federal SmartBuy Program
- Co-lead Federal Strategic Sourcing Initiative
- Participate in Federal Strategic Sourcing Working Group
- Participate in OMB's Strategic Sourcing Community of Practice
- Provide Support to Individual Federal Agencies

SmartBuy

- OMB memorandum dated 6/2/03 established GSA as the Executive Agent for the SmartBUY Program and asked agencies to participate in the program.

- Seven SmartBUY agreements are currently in place (ESRI, Manugistics, Novell, WinZip, ProSight, Oracle, & Telos) with projected cost avoidance savings in the hundreds of millions of dollars.

- Ongoing Partnership with Enterprise Software Initiative.

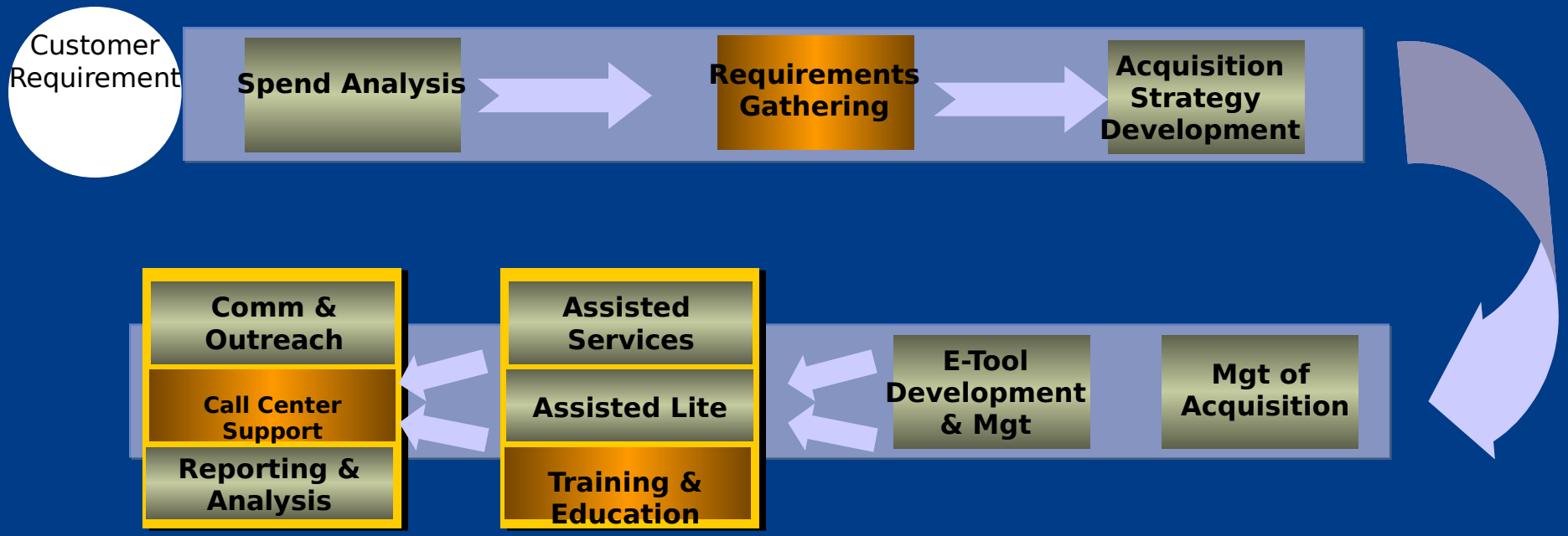
- Co-branded agreements generally reduce the discounts further than previously negotiated under ESI (i.e., Air Force-Oracle FSS discount was 82%. Via the SmartBUY agreement, the discount has increased to 84%).

- Allows non-DoD agencies to purchase software under the terms/conditions previously reserved for DoD agencies.

Federal Strategic Sourcing Initiative

- IT – Printers
- Copiers
- Express Delivery Service
- Office Supplies
- Handheld Wireless Devices and Services

GSA Capabilities



Customized Support to Federal Agencies

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